

Language: English

Program Outline:

Participants will learn the basics of negotiation, while developing strategies for more confidently approaching negotiation as an opportunity for mutual problem solving. Utilizing the latest research in negotiation and conflict resolution, this course will enable participants to adopt more reflective and effective negotiation practices in their professional and personal lives.

The specific topics to be covered include:

- Why negotiate?
- The fundamental concepts for negotiation:
 - Best alternative to a negotiated agreement (BATNA),
 - Overcommitment,
 - Zone of possible agreement (ZOPA),
 - Reservation price,
 - Aspiration price, and
 - First offers.
- The differences between distributed and integrative negotiation.
- The tactics for successful integrative negotiation:
 - Grow value before distributing it,
 - Never leave value on the table,
 - Discover compatible interests,
 - Create package deals, and
 - Making small concessions.
- How to cultivate a more cooperative environment for negotiation.
- Dealing with difficult tactics and hard bargainers.

Negotiation simulations and exercises, carried out in small groups, will be conducted throughout this course to help you practice developing your powers of communication, persuasion, and negotiation.

This program is designed for:

Working professionals at any organizational level with little or no previous formal training in negotiation, who wish to develop their ability to successfully negotiate mutually satisfying agreements in a business context.

Location:

Carnegie Mellon University in Qatar
February 4–6, 2019 from 8:00AM to 1:00PM

Course Program

Day 1 (Distributive Negotiation): Monday, February 4, 2018

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| 8:00–8:45AM | Registration & Networking |
| 8:45–9:05AM | Welcome & Introduction David Emmanuel Gray, Ph.D. Assistant Teaching Professor, Philosophy |
| 9:05–9:50AM | Negotiation Exercise |
| 9:50–10:00AM | Break & Networking |
| 10:00–10:50AM | Negotiation Debrief |
| 10:50–11:00AM | Break & Networking |
| 11:00–12:00PM | Distributive Negotiation & First Offers |
| 12:00–1:00PM | Break & Networking |

Day 2 (Integrative Negotiation): Tuesday, February 5, 2018

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| 8:00–8:45AM | Registration & Networking |
| 8:45–9:00AM | Introduction |
| 9:00–9:50AM | Negotiation Exercise |
| 9:50–10:00AM | Break & Networking |
| 10:00–10:50AM | Negotiation Debrief |
| 10:50–11:00AM | Break & Networking |
| 11:00–12:00PM | Changing the Game from Competition to Cooperation |
| 12:00–1:00PM | Break & Networking |

Day 3 (Managing Difficult Situations): Wednesday, February 6, 2018

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| 8:00–8:45AM | Registration & Networking |
| 8:45–9:00AM | Introduction |
| 9:00–9:50AM | Negotiation Exercise |
| 9:50–11:00AM | Break & Networking |
| 11:00–11:50AM | Difficult Tactics & Negotiation Jujitsu |
| 11:50–12:00PM | Break & Networking |
| 12:00–12:10PM | Remarks by Dr. Michael Trick Dean, Carnegie Mellon University in Qatar Harry B. and James H. Higgins Professor of Operations Research |
| 12:10–12:30PM | Certificates Presentation |
| 12:30PM | Light Reception & End of Program |